



UNITEDSTATES
TIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

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**8**- 53565

## ANNUAL AUDITED REPORT FORM X-17A-5 PART III

### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING_	01/01/07 AND	ENDING 12	/31/07 <b>X</b>		
	MM/DD/YY		I/DD/YY		
A. REC	SISTRANT IDENTIFICATIO	N			
NAME OF BROKER-DEALER: WFS, L	rc	OFI	SCIAL USE ONLY		
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)		ءَ ا	FIRM I.D. NO.		
One Boston Place - 41st Flo	oor	7.			
	(No. and Street)				
Boston	Massachusetts	02108			
(City)	(State)	(Zip Code)			
NAME AND TELEPHONE NUMBER OF PE Paul G. Martins	RSON TO CONTACT IN REGARD	TO THIS REPORT	531-3132		
		(Area Co	de - Telephone Number)		
B. ACC	OUNTANT IDENTIFICATIO	N			
INDEPENDENT PUBLIC ACCOUNTANT w	, Certified Public Ac	countants, Inc			
	(Name - if individual, state last, first, middl	e name)			
160 Federal Street	Boston	Massachusetts	02110		
(Address)	(City)	Mali Grocessing Section	(Zip Code)		
CHECK ONE:  Certified Public Accountant		FEB 282008			
☐ Public Accountant		Washington, DC	מביייים		
Accountant not resident in United States or any of its possessions.			AR 1.9 2008		
	FOR OFFICIAL USE ONLY				
			THOIVISCIV FINANCIAL		

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<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

#### OATH OR AFFIRMATION

I, Paul G. Martins	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying finance WFS. LLC	ial statement and supporting schedules pertaining to the firm of
of December 31	, 2007, are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, proclassified solely as that of a customer, except as fol	rincipal officer or director has any proprietary interest in any account
None	
	South of the
	Signature
	Chief Financial Officer
	Title
Netary Public	
Computation for Determination of the Reservable  (k) A Reconciliation between the audited and a consolidation.  (l) An Oath or Affirmation.  (m) A copy of the SIPC Supplemental Report.	Kix Cash Flows Lity or Partners' or Sole Proprietors' Capital. Linated to Claims of Creditors.  Requirements Pursuant to Rule 15c3-3.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# WFS, LLC

STATEMENTS OF FINANCIAL CONDITION AS OF DECEMBER 31, 2007 AND 2006

(With Independent Auditor's Report Thereon)





## INDEPENDENT AUDITOR'S REPORT

WFS, LLC Boston, Massachusetts

We have audited the accompanying statements of financial condition of WFS, LLC as of December 31, 2007 and 2006. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the statements of financial condition referred to above present fairly, in all material respects, the financial position of WFS, LLC at December 31, 2007 and 2006, in conformity with accounting principles generally accepted in the United States of America.

Certified Public Accountants

Parent Mc Laughlin & Mangle

February 25, 2008

Mall processing Section

FEB 282008

(ashington, DC

Certified Public Accountants, Inc.

## WFS, LLC

# STATEMENTS OF FINANCIAL CONDITION

	December 31			
		2007		2006
<u>ASSETS</u>				
Cash	\$	299,411	\$	117,840
Deposits with clearing brokers		25,000		25,000
Receivables from brokers or dealers		36,383		_
Prepaid expenses		11,201		11,162
	\$	371,995	\$	154,002
LIABILITIES AND MEMBER'S EQUITY				
Liabilities:				
Accounts payable and accrued expenses	\$	8,000	\$	8,127
Due to member for administrative services	**	59,663		46,862
		67,663		54,989
Member's equity		304,332		99,013
	<u>\$</u>	371,995	\$	154,002

See notes to statements of financial condition.



## WFS, LLC.

## NOTES TO STATEMENTS OF FINANCIAL CONDITION

#### DECEMBER 31, 2007 AND 2006

#### A. Organization and Nature of Business:

WFS, LLC (the "Company") is a broker-dealer registered with the Securities and Exchange Commission (SEC) and the Financial Industry Regulatory Authority, Inc. (FINRA), formerly the National Association of Securities Dealers, Inc. (NASD). The Company is a Delaware Limited Liability Company that is wholly owned by Wainwright Investment Counsel, LLC (WIC).

The Company is engaged in business as a securities broker-dealer. Its primary service lines are agency and principal commissions, performance fees, marketing fees, and Rule 12b-1 fees.

The Company engages other broker-dealers on a fully disclosed basis for the execution and clearance of all trades and the maintenance of customer accounts. The Company does not carry securities accounts for customers and does not perform custodial functions relating to customer securities.

## B. Significant Accounting Policies:

#### Revenue recognition:

Trading income and commission income is recognized on a trade date basis. Performance fees are recognized when received. Marketing fees that can be reasonably estimated are recognized when earned; otherwise, they are recognized when received. Receivables arising from commissions are generally collected in thirty days.

#### Use of estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.



## WFS. LLC

## NOTES TO STATEMENTS OF FINANCIAL CONDITION

#### **DECEMBER 31, 2007 AND 2006**

(continued)

#### C. Related Party Transactions:

Certain administrative business functions are provided by WIC for the Company pursuant to an Administrative Expense-Sharing Agreement (the "Agreement"). Pursuant to the Agreement, the Company pays WIC for the actual compensation calculated and paid to registered representatives. Additionally, WIC provides other administrative services including: finance, compliance, client servicing, maintenance of books and records, trade processing, licensing, and other operational and administrative duties. The Company pays WIC an Expense-Sharing Service Fee equal to the allocated amount of WIC's operating expenses associated with the administrative services. The allocation is based on the ratio of time spent on Company related matters to the total time spent by WIC. Expense for the administration of registered representative compensation for the year ended December 31, 2007 amounted to \$151,701. Administrative service expenses for the year ended December 31, 2007 amounted to \$156,830.

For the year ended December 31, 2006, expense for the compensation of registered representatives and administrative services expenses amounted to \$116,600 and \$210,222, respectively.

## D. Net Capital Requirements:

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1), which requires the maintenance of minimum net capital, and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. In addition, the rule of the Company's Designated Examining Authority provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. At December 31, 2007, the Company had net capital of \$268,794, which was \$263,794 in excess of its required net capital of \$5,000. The Company's ratio of Aggregate Indebtedness to Net Capital at December 31, 2007 was 0.25 to 1.



#### WFS. LLC

### NOTES TO STATEMENTS OF FINANCIAL CONDITION

#### DECEMBER 31, 2007 AND 2006

(continued)

## E. Reserve Requirements:

The Company is exempt from the provisions of the Securities and Exchange Commission Rule 15c3-3 under paragraph (k)(2)(ii) thereof.

#### F. Concentration of Credit Risk:

The Company is engaged in various trading and brokerage activities with counterparties including broker-dealers, banks and other financial institutions. 69% and 27% of the Company's 2007 gross commission revenue were trades executed by Pershing, Inc. and PCS/Dunbar, respectively. 78% and 22% of the Company's 2006 gross commission revenue were trades executed by Pershing, Inc. and PCS/Dunbar, respectively.

For the years ended December 31, 2007 and 2006, respectively, 88% and 90% of the Company's performance fee revenue was derived from one family of investment partnerships. For the years ended December 31, 2007 and 2006, respectively, 74% and 95% of the Company's marketing and placement fee revenue was derived from one family of investment partnerships.

The Company maintains cash deposits with a financial institution that insures cash balances of up to \$100,000 through the Federal Deposit Insurance Corporation. As of December 31, 2007, uninsured portions of such balances aggregated approximately \$187,000.

